

**SANTA ANA DISTRICT OFFICE**  
**FY 2008 LENDER RANKINGS**  
**AS OF 12/31/07**



**TOP 3 LENDERS**

**#1 INNOVATIVE BANK**  
**72**  
**\$1,640,000**

**#2 BANK OF AMERICA, NA**  
**63**  
**\$1,909,600**

**#3 CDC SMALL BUSINESS**  
**FINANCE CORP.**  
**59**  
**\$37,146,000**

<b>Rank</b>	<b>Lender Name</b>	<b># of Loans</b>	<b>\$ Amount of Loans</b>	<b>Average \$/Loan</b>
<b>1</b>	<b>INNOVATIVE BANK</b>	<b>72</b>	<b>\$1,640,000</b>	<b>\$22,778</b>
<b>2</b>	<b>BANK OF AMERICA, NATIONAL ASSOCIATION</b>	<b>63</b>	<b>\$1,909,600</b>	<b>\$30,311</b>
<b>3</b>	<b>CDC SMALL BUSINESS FINANCE CORPORATION</b>	<b>59</b>	<b>\$37,146,000</b>	<b>\$629,593</b>
4	WASHINGTON MUTUAL BANK	59	\$2,200,800	\$37,302
5	WELLS FARGO BANK, NATIONAL ASSOCIATION	57	\$7,870,800	\$138,084
6	BANCO POPULAR NORTH AMERICA	57	\$3,403,100	\$59,704
7	EDF RESOURCE CAPITAL, INC.	28	\$19,453,000	\$694,750
8	CAPITAL ONE BANK	28	\$1,275,000	\$45,536
9	U.S. BANK NATIONAL ASSOCIATION	23	\$1,811,700	\$78,770
10	SOUTHLAND ECONOMIC DEVELOPMENT CORPORATION	19	\$15,559,000	\$818,895
11	CITIBANK, N.A.	16	\$1,740,000	\$108,750
12	CALIFORNIA BANK & TRUST	12	\$2,332,800	\$194,400
13	COMERICA BANK	11	\$4,079,600	\$370,873
14	CIT SMALL BUSINESS LENDING CORPORATION	10	\$3,101,000	\$310,100
15	BORREGO SPRINGS BANK, N.A.	9	\$1,468,000	\$163,111
16	BUSINESS LOAN CENTER, LLC	8	\$290,000	\$36,250
17	UNION BANK OF CALIFORNIA, N.A.	8	\$200,000	\$25,000
18	MORTGAGE CAPITAL DEVELOPMENT CORPORATION	7	\$5,250,000	\$750,000
19	EAST WEST BANK	7	\$1,377,000	\$196,714
20	CAPITAL ONE, NATIONAL ASSOCIATION	7	\$260,000	\$37,143
21	TEMECULA VALLEY BANK	6	\$6,457,500	\$1,076,250
22	PACIFIC COAST NATIONAL BANK	6	\$3,260,400	\$543,400
23	SECURITY BANK OF CALIFORNIA	6	\$1,350,000	\$225,000
24	ENTERPRISE FUNDING CORPORATION	5	\$2,810,000	\$562,000
25	SOUTH COUNTY BANK, NATIONAL ASSOCIATION	5	\$2,200,000	\$440,000
26	CENTER BANK	5	\$1,607,500	\$321,500
27	PACIFIC PREMIER BANK	5	\$1,300,000	\$260,000
28	PACIFIC CITY BANK	5	\$1,012,500	\$202,500
29	PACIFIC CAPITAL BANK, NATIONAL ASSOCIATION	4	\$2,192,000	\$548,000
30	BRIDGE BANK, NATIONAL ASSOCIATION	4	\$1,780,500	\$445,125
31	METROPACIFIC BANK	4	\$1,547,500	\$386,875
32	MIRAE BANK	4	\$1,441,000	\$360,250
33	FULLERTON COMMUNITY BANK, FSB	4	\$1,350,100	\$337,525
34	COMMONWEALTH BUSINESS BANK	4	\$602,000	\$150,500
35	FIRST BANK	4	\$184,900	\$46,225
36	GILMORE BANK	3	\$3,960,000	\$1,320,000
37	WACHOVIA SBA LENDING, INC.	3	\$2,892,900	\$964,300
38	US METRO BANK	3	\$2,550,000	\$850,000
39	FIRST CALIFORNIA BANK	3	\$1,860,000	\$620,000
40	CALIFORNIA STATEWIDE CERTIFIED DEVELOPMENT CORPORA	3	\$1,791,000	\$597,000
41	COMMUNITY SOUTH BANK D.B.A COMMUNITY SOUTH	3	\$857,000	\$285,667
42	COMMERCEWEST BANK, N.A.	3	\$775,000	\$258,333
43	WILSHIRE STATE BANK	3	\$515,000	\$171,667
44	GATEWAY BUSINESS BANK	3	\$506,800	\$168,933

<i>Rank</i>	<i>Lender Name</i>	<i># of Loans</i>	<i>\$ Amount of Loans</i>	<i>Average \$/Loan</i>
45	SECURITY PACIFIC BANK	2	\$3,003,000	\$1,501,500
46	NARA BANK	2	\$2,115,000	\$1,057,500
47	HANMI BANK	2	\$1,940,000	\$970,000
48	AMERICAN CONTINENTAL BANK	2	\$1,837,000	\$918,500
49	NATIONAL BANK OF CALIFORNIA	2	\$1,124,000	\$562,000
50	CITIZENS BUSINESS BANK	2	\$771,446	\$385,723
51	BUSINESS LENDERS, LLC	2	\$757,000	\$378,500
52	ALLIANCE BANK	2	\$668,700	\$334,350
53	COMMUNITY BANK	2	\$596,000	\$298,000
54	PACIFIC WESTERN BANK	2	\$443,300	\$221,650
55	UNITED COMMERCIAL BANK	2	\$330,000	\$165,000
56	INLAND COMMUNITY BANK, NATIONAL ASSOCIATION	2	\$300,000	\$150,000
57	PACIFIC MERCANTILE BANK	2	\$275,000	\$137,500
58	CALIFORNIA OAKS STATE BANK	2	\$250,000	\$125,000
59	FRONTIER BANK, FSB	2	\$175,000	\$87,500
60	PFF BANK & TRUST	2	\$145,000	\$72,500
61	RABOBANK, NATIONAL ASSOCIATION	2	\$126,000	\$63,000
62	SOUTHLAND CREDIT UNION	2	\$100,000	\$50,000
63	SUPERIOR FINANCIAL GROUP, LLC	2	\$25,000	\$12,500
64	MOUNTAIN 1ST BANK & TRUST COMPANY	1	\$2,000,000	\$2,000,000
65	CITY NATIONAL BANK	1	\$2,000,000	\$2,000,000
66	PREMIER COMMERCIAL BANK, NATIONAL ASSOCIATION	1	\$1,860,000	\$1,860,000
67	LEHMAN BROTHERS BANK, FSB	1	\$1,680,000	\$1,680,000
68	UNITED PACIFIC BANK	1	\$1,450,000	\$1,450,000
69	ORANGE COUNTY'S CU	1	\$960,000	\$960,000
70	DISCOVERY BANK	1	\$900,000	\$900,000
71	UPS CAPITAL BUSINESS CREDIT	1	\$868,000	\$868,000
72	SAEHAN BANK	1	\$782,500	\$782,500
73	SEACOAST COMMERCE BANK	1	\$652,000	\$652,000
74	GREATER BAY BANK, NATIONAL ASSOCIATION	1	\$620,000	\$620,000
75	FIRST STANDARD BANK	1	\$450,000	\$450,000
76	BANK OF ESCONDIDO	1	\$418,500	\$418,500
77	1ST COMMERCE BANK	1	\$375,000	\$375,000
78	LOS ANGELES COUNTY SMALL BUSINESS DEVELOPMENT CORP	1	\$325,000	\$325,000
79	ARROWHEAD CENTRAL CU	1	\$307,000	\$307,000
80	MISSION OAKS NATIONAL BANK	1	\$262,000	\$262,000
81	VINEYARD BANK, NATIONAL ASSOCIATION	1	\$250,000	\$250,000
82	CALIFORNIA BUSINESS BANK	1	\$250,000	\$250,000
83	CELTIC BANK CORPORATION	1	\$200,000	\$200,000
84	VISION ONE CU	1	\$183,000	\$183,000
85	PACIFIC ENTERPRISE BANCORP	1	\$150,000	\$150,000
86	LA JOLLA BANK, FSB	1	\$130,000	\$130,000
87	ZIONS FIRST NATIONAL BANK	1	\$50,000	\$50,000
88	COMMUNITY BANK OF NEVADA	1	\$50,000	\$50,000
89	WASHINGTON STATE BANK	1	\$50,000	\$50,000
90	PREMIER AMERICA CU	1	\$10,000	\$10,000
<b>TOTALS:</b>		<b>723</b>	<b>\$189,385,446</b>	<b>\$261,944</b>